Iowa Department of Natural Resources Honey Creek Resort State Park Comparative Financial Statements

December 31, 2008

Property Management by: CENTRAL GROUP MANAGEMENT LLC



Honey Creek Resort State Park Variance Report December, 2008

Operating Statistics

Honey Creek Resort occupancy in the lodge for December was 32%, which was under the budget of 60%. The average daily rate of \$92.75 is under the budget of \$115.30. The property did run very strong occupancy and rate (80%) in the last 6 days of the year when children we out of school. The competitive set in the Iowa market ran in the low 40% range this year and our competitive set overall running in the low 30% range. Per the STAR report our competition in the Iowa market had an ADR of \$67.31 with our overall comp set running \$154 (all established resorts in Iowa, Illinois and Ozarks area).

We have been implementing a marketing push for our cabin fever rate special, as well as are implementing a Valentine's package (which sold the hotel out three weeks prior to Valentine's Day). We will also continue with the Wednesday Wine and Dine and a Jazz and Wine festival all for 1st quarter of 2009. We are also working on a gun/outdoor show, arts and craft show and a weekend Country music festival all previous to Memorial Day weekend.

Rooms Department

The coding of reservations to the market mix of Corporate, Group and Leisure travel was updated by the AGM and has been addressed with the front desk staff in tracking the type of guest and the source of the reservation.

The front desk was high in payroll, averaging the guest service representatives, night audit, reservations and the front desk supervisor, Erin; payroll was over budget by \$1,750. Gift certificates of over \$64,000 were sold in December, primarily from calls routed through the front desk. Payroll expenses also include training time for new front desk staff.

Housekeeping was \$4,680. Under budget, but our minutes per occupied room were high. A shorter daily schedule has been implemented for the entire department with Katherine the housekeeping supervisor tracking each employee's work to insure efficiency in the cleaning process.

Housekeeping is still spending several hours a week cleaning behind punch list work, which does raise their cost per occupied room. Guest supplies are \$1.30 per occupied room with a budget of \$1.50 per room.

Food and Beverage

Food and Beverage revenue for December was \$15,161 over the budgeted goal but food cost was 42.89% with a budget of 35%. In January we began the process of tracking our food cost with a new tool provided at our request by our food vendor. With tracked inventory each day the ability to react quickly will be a reality.

Randy and Pat met with Sysco, the primary food supplier, in December and are in the final stages of rolling out a new restaurant menu. It is scheduled to be in place in February and will improve the food cost and margin on the menu item, with new items and revised pricing.

Banquet food revenue was \$12,300 under budget. We found that many companies came into the restaurant for small Holiday parties versus the anticipated banquet style events.

Payroll for cooks and dishwashers was over budget due to the increased revenue. The actual staffing varies from the budget due to the needs of the business and on going staff training and turnover. The banquet supervisor position has been filled beginning in February.

Service issues such as the wait time for food has been addressed with Randy and Patrick. Ticket times, staffing levels and ensuring that either Randy or Pat are expediting or working the line during high volume periods has been addressed. We are working with Sysco to implement their training service for all bar and wait staff for February as well.

In banquets, many of our early functions were booked previous to having a priced out catering menu, and we honored the prices that the groups were quoted from the initial banquet menu that was distributed in early 2008.

Beverage costs are in line. December cost of sales is 28.71% with a budget of 31%, and gross beverage income \$7,660 ahead of budget.

Other food and beverage expenses were in line with \$20,821 in additional sales and only \$2,822 over in other expenses.

Gift Shop

The gift shop was short of the revenue goal by \$900, and was also under the cost of sales by \$798. The payroll and related expenses were under budget by \$207 with the guest service staff at the front desk cross trained for the gift shop.

The net loss for the department of \$176 is less than budgeted by \$151, with the department operating well. A variety of items are being sold including logo clothing, snacks, toys, and sundry items.

Water Park

Day passes sales were under budget, with the birthday party packages being split between the passes and food revenue, rather than combined into the package revenue line. This was done to accommodate adult party guests that were not using the waterpark.

The birthday party packages continue to be popular, we host from 3-5 parties per week and have also implemented three new birthday party packages.

Discounts at the waterpark is primarily employee meals purchased at the snack bar that were not budgeted and the promotion on the wristbands offering a free soda with a snack shop purchase.

Payroll expenses for the aquatic center were under by \$874. Buccaneer Bay is open limited hours on Monday through Thursday of 12pm -9pm and 9am -9pm on the weekends. The waterpark hours have been extended to 10:00pm to offer an hour of adult only swim beginning the first weekend in February.

Administrative and General

Computer maintenance included a one time upgrade to add American Express to all outlets.

Printing and Stationery expense of \$2,240 includes toner for printers and a supply letterhead and envelopes.

Sales and Marketing

Payroll and related expenses is under budget by \$9,187. The Director of Sales position has been covered by Jeremie Slagle, the General Manager since November as the search for the right person continues. An interim Director of Sales starts February 3rd.

Media and other Sales and marketing expenses are under budget by \$3,881 for the month. There were a variety of newspaper and radio advertisement expenses but no billboard charges for December.

We have picked up a few more small meetings for first quarter and continue to book corporate, wedding, social business for May through November of 2009 at a very solid pace. We now have wedding booking into November. The momentum is building toward high season as 2009 has over \$600,000 booked already, and July and Aug are holding over 3000 group rooms!

Honey Creek Resort hosted our very first "Hidden Gem Bridal Show" and booked three 2009 weddings as a result of the event already. With lots of great vendors, demonstrations and over 100 Brides and Grooms this was a great success!

Property Operations/Maintenance:

The maintenance and grounds staff has been busy with the blizzards, ice storms, and assisting with lots of punch list fixes that are potential guest issues.

Tim and his staff are under the payroll budget while working on punch list items in order to accommodate guests and operations. They have had to re-attach shower heads, drill out bathroom locks, re-hang room entry doors, and work through insufficient heat issues in addition to routine maintenance.

The RTU for the kitchen caught on fire and is non-operational as of three weeks ago.

The shower head valve issue and the shower/tub faucet leaks are two looming punch list items.

The Building maintenance expense of \$705 includes the building of the new maintenance shop/office.

Waste Removal costs were over by \$733. This is being addressed with the potential addition of a compactor.

Energy costs were \$20,230 due to the cost of filling the propane tanks twice in December with the cold weather. All gas operated equipment is being reviewed to maximize the efficiency.

Honey Creek Resort State Park Balance Sheet December 31, 2008

ASSETS

		THIS YEAR	LAST YEAR
Current Assets			
Cash			
House Banks & Petty Cash		4,340.00	0.00
Petty Checking Account		2,235.43	0.00
Depository Account		91,539.56	0.00
Operating Account		7,388.91	0.00
Receivables, Inventory, Prepaids			
MC & Visa Accts Receivable		2,016.21	0.00
Direct Bill Accts Receivable		24,106.39	0.00
Guest Ledger		11,112.99	0.00
Inventories - Food		22,440.06	0.00
Inventories - Beverage		19,390.32	0.00
Inventories - Gift Shop		13,428.16	0.00
Inventories - Pro Shop		35,449.05	0.00
Inventories - Waterpark		3,846.07	0.00
Prepaid Exp - Insurance		31,051.00	0.00
Prepaid Expenses - Other		13,191.10	0.00
Total Current Assets		281,535.25	0.00
Property & Equipment			
Furniture Fixtures & Equipment		7,508.52	0.00
Net Property & Equipment		7,508.52	0.00
Other Assets			
Net Other Assets	·	0.00	0.00
Total Assets	\$	289,043.77	\$ 0.00

Honey Creek Resort State Park Balance Sheet December 31, 2008

LIABILITIES AND CAPITAL

Current Liabilities				
Accounts Payable	\$	191,685.37	\$	0.00
Advance Deposits from Guests		109,170.78		0.00
Gift Certificates - Unredeemed		107,731.46		0.00
Management Fees Payable		15,300.00		0.00
Taxes Payable - Sales Tax		20,201.10		0.00
Accrued Interest Payable		125,624.00		0.00
Accrued Payroll Payable		83,646.33		0.00
Accrued Workers' Compensation	_	1,174.00	_	0.00
Total Current Liabilities		654,533.04		0.00
Long-Term Liabilities	_		-	
Total Long-Term Liabilities	_	0.00	_	0.00
Total Liabilities		654,533.04		0.00
Capital				
Pre-opening Funds		145,311.93		0.00
FF & E Budget		39,460.00		0.00
Net Income	_	(550,261.20)	_	0.00
Total Capital	_	(365,489.27)	_	0.00
Total Liabilities & Equity	\$	289,043.77	\$	0.00

Honey Creek Resort State Park

Operating Statistics
For the period ending December 31, 2008

CURF	RENT MONT	Н		Υ	EAR TO DA	ΓΕ
THIS YEAR	<u>BUDGET</u>	LAST YEAR		THIS YEAR	<u>BUDGET</u>	LAST YEAR
			LODGE OCCUPANCY STATISTICS:			
\$92.75	\$115.30	\$0.00	AVERAGE DAILY RATE	\$94.24	\$107.30	\$0.00
32.0%	60.0%	0.0%	PERCENT OF OCCUPANCY	30.5%	48.9%	0.0%
1,041	1,953	0	TOTAL ROOMS SOLD	3,331	5,343	0
1,086	1,953	0	TOTAL ROOMS OCCUPIED	3,553	5,343	0
			ADR BY MARKET SEGMENT:			
\$60.00	\$95.00	\$0.00	CORPORATE	\$71.71	\$88.60	\$0.00
\$89.56	\$109.00	\$0.00	GROUP	\$87.56	\$102.65	\$0.00
\$93.84	\$130.00	\$0.00	TOURIST/OTHER	\$105.69	\$119.50	\$0.00
			MARKET MIX PERCENT:			
1.2%	15.0%	0.0%	CORPORATE	20.4%	15.0%	0.0%
15.6%	45.0%	0.0%	GROUP	25.0%	45.0%	0.0%
83.2%	40.0%	0.0%	TOURIST/OTHER	54.6%	40.0%	0.0%
45	0	0	COMPLIMENTARY ROOMS	222	0	0
1.5	1.6		NUMBER OF GUEST/ROOM SOLD	1.4	1.6	0.0
\$29.66	\$69.18	\$0.00	REVENUE PER AVAILABLE ROOM	\$28.75	\$52.50	\$0.00
			RATHBUN LAKESHORE GRILLE			
5,602	2,938	0	NUMBER OF COVERS	25,654	12,101	0
\$8.02	\$7.00	\$0.00	DINING AVE COVER - BREAKFAST	\$8.42	\$7.00	\$0.00
\$11.04	\$10.00	\$0.00	DINING AVE COVER - LUNCH	\$10.66	\$10.00	\$0.00
\$12.78	\$15.00	\$0.00	DINING AVE COVER - DINNER	\$11.93	\$15.00	\$0.00
			BANQUETS .			
1,664	2,680	0	NUMBER OF COVERS	6,006	11,260	0
\$11.25	\$10.00	\$0.00	BANQUET - BREAKFAST	\$11.32	\$10.00	\$0.00
\$3.84	\$6.25	\$0.00	BANQUET - BREAKS	\$3.35	\$6.25	\$0.00
\$16.21	\$12.00	\$0.00	BANQUET - LUNCH	\$13.14	\$12.00	\$0.00
\$23.07	\$25.00	\$0.00	BANQUET - DINNER	\$21.33	\$25.00	\$0.00

Honey Creek Resort State Park Summary Income Statement For the Six Months Ending December 31, 2008

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
						REVENUES						
97,781	41.28	225,181	(127,400)	\$ 0	0.00	Room	317,009	36.25	573,276	(256,267)	0	0.00
96,242	40.63	81,081	15,161	0	0.00	Food	369,439	42.24	321,713	47,726	0	0.00
23,607	9.97	15,947	7,660	0	0.00	Beverage	77,495	8.86	63,176	14,319	0	0.00
3,002	1.27	3,906	(904)	0	0.00	Gift Shop	10,912	1.25	12,818	(1,906)	0	0.00
13,975	5.90	18,682	(4,707)	0	0.00	Buccaneer Bay Waterpark	36,000	4.12	54,304	(18,304)	0	0.00
1,512	0.64	0	1,512	0	0.00	The Preserve - Golf	60,804	6.95	95,775	(34,971)	0	0.00
121	0.05	586	(465)	0	0.00	Telephone	140	0.02	1,603	(1,463)	0	0.00
657	0.28	4,454	(3,797)	0	0.00	Other	2,783	0.32	13,184	(10,401)	0	0.00
236,897	100.00	349,837	(112,940)	0	0.00	Total Revenue	874,582	100.00	1,135,849	(261,267)	0	0.00
					DI	EPARTMENTAL COSTS AND EXPENSE	ES					
37,252	15.72	47,338	(10,086)	0		Room	138,158	15.80	161,257	(23,099)	0	0.00
110,439	46.62	83,401	27,038	0	0.00	Food	428,270	48.97	335,186	93,084	0	0.00
15,708	6.63	14,493	1,215	0	0.00	Beverage	55,703	6.37	52,794	2,909	0	0.00
3,178	1.34	4,233	(1,055)	0	0.00	Gift Shop	11,845	1.35	14,088	(2,243)	0	0.00
20,366	8.60	20,684	(318)	0	0.00	Waterpark	60,343	6.90	69,393	(9,050)	0	0.00
19,490	8.23	18,305	1,185	0	0.00	Golf	158,546	18.13	238,522	(79,976)	0	0.00
4,347	1.83	4,477	(130)	0	0.00	Telephone	9,970	1.14	16,672	(6,702)	0	0.00
210,780	88.98	192,931	17,849	0	0.00	Total Dept Costs & Expense	862,835	98.66	887,912	(25,077)	0	0.00
26,117	11.02	156,906	(130,789)	0	0.00	Operating Dept Income	11,747	1.34	247,937	(236,190)	0	0.00
						UNDISTRIBUTED EXPENSES						
36,027	15.21	30,060	5,967	0	0.00	Administrative & General	105,630	12.08	111,380	(5,750)	0	0.00
36,880	15.57	49,918	(13,038)	0	0.00	Sales & Marketing	106,440	12.17	206,227	(99,787)	0	0.00
18,914	7.98	19,621	(707)	0	0.00	Property Operation/Maintenance	59,493	6.80	72,372	(12,879)	0	0.00
46,655	19.69	26,425	20,230	0	0.00	Energy	79,177	9.05	116,200	(37,023)	0	0.00
138,476	58.45	126,024	12,452	0	0.00	Total Undistributed Expenses	350,740	40.10	506,179	(155,439)	0	0.00
(112,359)	(47.43)	30,882	(143,241)	0	0.00	Income Bf Mgmt Fee & Fixed Chg	(338,993)	(38.76)	(258,242)	(80,751)	0	0.00
					MA	NAGEMENT FEES AND FIXED CHARG	ES					
15,300	6.46	15,300	0	0		Management Fees	45,900	5.25	61,200	(15,300)	0	0.00
12,620	5.33	13,500	(880)	0			39,746	4.54	54,000	(14,254)	0	0.00
125,624	53.03	125,624	0	0	0.00	Interest	125,624	14.36	125,624	0	0	0.00
0	0.00	0	0	0	0.00	Depreciation & Amortization	0	0.00	0	0	0	0.00
153,544	64.81	154,424	(880)	0	0.00	Total Mgmt Fee-Fixed Charges	211,270	24.16	240,824	(29,554)	0	0.00
(265,903)	(112.24)	(123,542)	(142,361)	\$0	0.00	Net Income Before Taxes	(550,263)	(62.92)	(499,066)	(51,197)	0	0.00

Honey Creek Resort State Park Summary Income Statement For the Six Months Ending December 31, 2008

Current Month This Year	Current Month Budget	Current Month Last Year		Year to Date This Year	Year to Date Budget	Year to Date Last Year
			STATISTICS			
27,074	39,981	0	Total Revenue PAR	28,558	37,089	0
(12,841)	3,529	0	Income before Fixed Chgs PAR	(11,069)	(8,432)	0
(30,389)	(14,119)	0	Income Before Income Tax PAR	(17,968)	(16,296)	0

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
						ROOMS SCHEDULE						
						REVENUE						
780	0.80	27,830	(27,050)	0	0.00	Corporate	48,619	15.34	71,059	(22,440)	0	0.00
14,509	14.84	95,795	(81,286)	0			72,938	23.01	246,840	(173,902)	0	0.00
81,264	83.11	101,556	(20,292)	0		Tourist/Other	192,362	60.68	255,377	(63,015)	0	0.00
1,228	1.26	0	1,228	0	0.00	Other	3,090	0.97	0	3,090	0	0.00
97,781	100.00	225,181	(127,400)	0	0.00	Total Revenue	317,009	100.00	573,276	(256,267)	0	0.00
						PAYROLL & RELATED EXPENS	SES					
2,417	2.47	2,167	250	0	0.00		9,965	3.14	8,668	1,297	0	0.00
8,609	8.80	6,324	2,285	0	0.00	Salaries & Wages- Front Desk	31,203	9.84	29,104	2,099	0	0.00
207	0.21	992	(785)	0	0.00	Salaries & Wages - Reservation	549	0.17	3,520	(2,971)	0	0.00
7,764	7.94	9,109	(1,345)	0	0.00	Salaries & Wages - Rm Attend	33,913	10.70	24,923	8,990	0	0.00
795	0.81	2,609	(1,814)	0	0.00	Salaries & Wages - Laundry	3,365	1.06	7,139	(3,774)	0	0.00
844	0.86	1,054	(210)	0	0.00	Salaries & Wages - Rm Inspect	4,536	1.43	3,740	796	0	0.00
2,500	2.56	2,500	0	0	0.00		8,333	2.63	10,000	(1,667)	0	0.00
1,582	1.62	1,984	(402)	0		Salaries & Wages -Activities	3,195	1.01	7,040	(3,845)	0	0.00
2,657	2.72	3,968	(1,311)	0	0.00	Salaries & Wages -Public Space	7,967	2.51	14,080	(6,113)	0	0.00
2,573	2.63	2,902	(329)	0		Payroll Taxes	9,729	3.07	10,228	(499)	0	0.00
1,578	1.61	2,890	(1,312)	0	0.00	Employee Benefits	4,162	1.31	11,138	(6,976)	0	0.00
31,526	32.24	36,499	(4,973)	0	0.00	Total P/R & Related Expense	116,917	36.88	129,580	(12,663)	0	0.00
						OTHER EXPENSES						
0	0.00	2,246	(2,246)	0	0.00	Commissions - Travel Agent	0	0.00	6,145	(6,145)	0	0.00
1,234	1.26	1,500	(266)	0	0.00	Cable/Satellite Television	4,606	1.45	6,000	(1,394)	0	0.00
0	0.00	0	0	0	0.00	Contract Cleaning	521	0.16	0	521	0	0.00
27	0.03	59	(32)	0		, , ,	251	0.08	161	90	0	0.00
64	0.07	977	(913)	0			64	0.02	2,672	(2,608)	0	0.00
25	0.03	100	(75)	0		2	483	0.15	400	83	0	0.00
877	0.90	488	389	0	0.00	Reservations	1,514	0.48	1,336	178	0	0.00
505	0.52	684	(179)	0	0.00	Supplies - Cleaning	2,423	0.76	1,871	552	0	0.00
1,420	1.45	2,930	(1,510)	0	0.00	Supplies - Guest	8,311	2.62	8,015	296	0	0.00
241	0.25	879	(638)	0	0.00	Supplies - Laundry	912	0.29	2,405	(1,493)	0	0.00
523	0.53	293 195	230	0	0.00		1,925	0.61	802	1,123	0	0.00
146	0.15		(49)	0		Supplies - Other	304	0.10	534	(230)	0	0.00
0	0.00 0.68	0 488	0	0	0.00	Telephone - Rooms Uniforms - Rooms	50	0.02	1 226	50	0	0.00
664	0.08	488	176		0.00	Uniforms - Rooms	(123)	(0.04)	1,336	(1,459)		0.00
5,726	5.86	10,839	(5,113)	0	0.00	Total Other Expenses	21,241	6.70	31,677	(10,436)	0	0.00
60,529	61.90	177,843	(117,314)	0	0.00	Dept. Income (Loss)	178,851	56.42	412,019	(233,168)	0	0.00
Current Month		Current Month		Current Month			Year to Date		Year to Date		Year to Date	
This Year		Budget		Last Year			This Year		Budget		Last Year	
		-				STATISTICS			-			
11,175		25,735		0		Room Revenue PAR	10,351		18,719		0	

TELEPHONE SCHEDULE

121	0.12	586	(465.00)	0	0.00	REVENUE Long Distance	140	0.04	1,603	(1,463)	0.00	0.00
121	0.12	586	(465.00)	0	0.00	Total Telephone Revenue	140	0.04	1,603	(1,463)	0.00	0.00
1,201 648 1,849	1.23 0.66 1.89	1,000 977 1,977	201.00 (329.00) (128.00)	0 0		COST OF CALLS Local Long Distance Total Cost of Calls	4,171 1,569 5,740	1.32 0.49 1.81	4,000 2,672 6,672	171 (1,103) (932)	0.00	0.00 0.00 0.00
1,049	1.69	1,977	(128.00)	U	0.00		3,740	1.61	0,072	(932)	0.00	0.00
768 1,730	0.79 1.77	500 2,000	268.00 (270.00)	0	0.00	EXPENSES Repairs Equip/Maint Contract High Speed Internet	768 3,462	0.24 1.09	2,000 8,000	(1,232) (4,538)	0.00	0.00 0.00
(4,226)	(4.32)	(3,891)	(335.00)	0	0.00	Telephone Income (Loss)	(9,830)	(3.10)	(15,069)	5,239	0.00	0.00
Current Month This Year	(Current Month Budget	(Current Month Last Year		STATISTICS	Year to Date This Year		Year to Date Budget		Year to Date Last Year	
14		67		0		Telephone Revenue PAR	5		52		0	

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
					R	RENTALS-OTHER INCOME SCHEI	DULE					
174	0.10	2.020	(2.756)	0	0.00	SPACE & COMMISSIONS Arcade Commissions	174	0.05	0.015	(7.941)	0	0.00
0	0.18 0.00	2,930 0	(2,756)	0	0.00	Bike Rentals	174	0.05	8,015 1,000	(7,841) (985)	0	0.00
0	0.00	156	(156)	0	0.00	Laundry/Valet	3	0.00	1,000 427	(424)	0	0.00
447	0.46	684	(237)	0	0.00	Vending Commissions	2,469	0.78	1,871	598	0	0.00
30	0.40	0	30	0	0.00	In-house Movies/Rentals	30	0.78	0	30	0	0.00
0	0.00	586	(586)	0		Other Commissions	0	0.00	1,603	(1,603)	0	0.00
	0.00		(300)		0.00	other commissions		0.00		(1,003)		0.00
651	0.67	4,356	(3,705)	0	0.00	Total Commissions	2,691	0.85	12,916	(10,225)	0	0.00
		,	(-,,				,		,-	(-, -,		
0	0.00	0	0	0	0.00	Total Interest Income	0	0.00	0	0	0	0.00
						OTHER INCOME						
6	0.01	98	(92)	0	0.00	Copies & Faxes	6	0.00	268	(262)	0	0.00
0	0.00	0	0	0	0.00	Package Incidentals	86	0.03	0	86	0	0.00
						_						
6	0.01	98	(92)	0	0.00	Total Other Income	92	0.03	268	(176)	0	0.00
657	0.67	4,454	(3,797)	0	0.00	Total Rentals - Other Income	2,783	0.88	13,184	(10,401)	0	0.00
a		a					**		**		**	
Current Month		Current Month		Current Month			Year to Date		Year to Date		Year to Date	
This Year		Budget		Last Year		STATISTICS	This Year		Budget		Last Year	
7.4		498		0		Commissions PAR	88		422		0	
74 75		509		0		Total Rentals/Other Inc PAR	88 91		430		0	
13		309		U		Total Remais/Other file FAR	91		430		U	

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
					AI	OMINSTRATIVE - GENERAL SCHI	EDULE					
						PAYROLL & RELATED EXPENS						
15,821	16.18	13,413	2,408	0		Salaries & Wages - A & G	50,968	16.08	53,652	(2,684)	0	0.00
1,384	1.42	1,267	117	0			4,310	1.36	5,068	(758)	0	0.00
1,205	1.23	989	216	0	0.00	Employee Benefits	3,506	1.11	3,956	(450)	0	0.00
18,410	18.83	15,669	2,741	0	0.00	Total Payroll - Related Expenses	58,784	18.54	62,676	(3,892)	0	0.00
						OTHER EXPENSES						
473	0.48	0	473	0		\mathcal{E}	1,167	0.37	0	1,167	0	0.00
3,854	3.94	8,046	(4,192)	0		Commissions - Credit Cards	10,960	3.46	26,124	(15,164)	0	0.00
(50)	(0.05)	0	(50)	0			1,643	0.52	0	1,643	0	0.00
3,346 1,588	3.42 1.62	1,200 1,200	2,146 388	0		I	5,181 1,588	1.63 0.50	3,600 3,600	1,581 (2,012)	0	0.00
390	0.40	400	(10)	0		Data Processing	570	0.30	1,200	(630)	0	0.00
0	0.40	0	0	0		Donations	100	0.18	1,200	100	0	0.00
0	0.00	50	(50)	0	0.00	Dues and Subscriptions	0	0.00	200	(200)	0	0.00
1,308	1.34	445	863	0		Education and Training	2,098	0.66	1,780	318	0	0.00
363	0.37	400	(37)	0		Human Resources	2,362	0.75	1,600	762	0	0.00
250	0.26	0	250	0		Licenses & Fees	575	0.18	0	575	0	0.00
313	0.32	100	213	0	0.00	Meals/Entertainment	1,027	0.32	400	627	0	0.00
431	0.44	450	(19)	0	0.00	Payroll Processing Fee	888	0.28	1,800	(912)	0	0.00
1,098	1.12	400	698	0	0.00	Postage and Telegrams	2,292	0.72	1,600	692	0	0.00
2,240	2.29	200	2,040	0	0.00	Printing and Stationery	4,836	1.53	800	4,036	0	0.00
0	0.00	0	0	0	0.00		0	0.00	0	0	0	0.00
0	0.00	0	0	0	0.00	Provision for Doubtful A/R	0	0.00	0	0	0	0.00
0	0.00	0	0	0			0	0.00	0	0	0	0.00
1,256	1.28	750	506	0	0.00	Supplies - Operating	8,651	2.73	3,000	5,651	0	0.00
414	0.42	150	264	0	0.00	Telephone	1,144	0.36	600	544	0	0.00
308	0.31	600	(292)	0		Travel	1,729	0.55	2,400	(671)	0	0.00
0	0.00	0	0	0		Vehicle Expense	0	0.00	0	0	0	0.00
35	0.04	0	35	0	0.00	Other Admin Expenses	35	0.01	0	35	0	0.00
17,617	18.02	14,391	3,226	0	0.00	Total Other Expenses	46,846	14.78	48,704	(1,858)	0	0.00
36,027	36.84	30,060	5,967	0	0.00	Total Admin-General Expenses	105,630	33.32	111,380	(5,750)	0	0.00
Current Month		Current Month		Current Month			Year to Date		Year to Date		Year to Date	
This Year		Budget		Last Year			This Year		Budget		Last Year	
4,117		3,435		0		STATISTICS A & G PAR	3,449		3,637		0	

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
						SALES & MARKETING SCHEDU PAYROLL & RELATED EXPENS						
8,324	8.51	16,095	(7,771)	0	0.00	Salaries & Wages	31,858	10.05	64,065	(32,207)	0	0.00
717	0.73	1,521	(804)	0		Payroll Taxes	2,665	0.84	6,054	(3,389)	0	0.00
655	0.67	1,267	(612)	0	0.00	Employee Benefits	3,820	1.21	5,068	(1,248)	0	0.00
9,696	9.92	18,883	(9,187)	0	0.00	Total Payroll - Related Expenses	38,343	12.10	75,187	(36,844)	0	0.00
						OTHER EXPENSES MEDIA						
0	0.00	0	0	0	0.00	Airport/Travel Center Displays	0	0.00	0	0	0	0.00
0	0.00	4,500	(4,500)	0		Billboards	0	0.00	10,500	(10,500)	0	0.00
555	0.57	585	(30)	0		Interactive Marketing	555	0.18	2,840	(2,285)	0	0.00
8,706	8.90	4,000	4,706	0		Newspaper/Magazines	11,351	3.58	14,350	(2,999)	0	0.00
8,530	8.72	5,000	3,530	0		Radio/TV	10,120	3.19	15,000	(4,880)	0	0.00
2,549	2.61	2,000	549	0	0.00	Trade Pub/Directories	2,865	0.90	6,500	(3,635)	0	0.00
20,340	20.80	16,085	4,255	0	0.00	Total Media	24,891	7.85	49,190	(24,299)	0	0.00
						OTHER SALES EXPENSES:						
0	0.00	1,000	(1,000)	0		Brochures/Stuffers	1,030	0.32	4,000	(2,970)	0	0.00
0	0.00	3,000	(3,000)	0		Direct Mail Programs	0	0.00	12,200	(12,200)	0	0.00
185	0.19	1,150	(965)	0		Dues and Subscriptions	760	0.24	2,600	(1,840)	0	0.00
298	0.30	300	(2)	0		In-house/Property Signage	820	0.26	1,200	(380)	0	0.00
0	0.00	2,000	(2,000)	0	0.00	Postage and Telegrams	11,168	3.52	17,300	(6,132)	0	0.00
1,005	1.03	3,000	(1,995)	0		Production/Design Promotion	1,456	0.46	12,000	(10,544)	0	0.00
1,519 202	1.55 0.21	500 500	1,019 (298)	0		Promotions - Food & Bev	7,645 598	2.41 0.19	2,200 2,200	5,445 (1,602)	0	0.00
202 167	0.21	0	167	0		Promotions - Buccaneer Bay	256	0.19	2,200	(1,002)	0	0.00
670	0.17	500	170	0		Promotions - Golf	722	0.08	3,000	(2,278)	0	0.00
48	0.05	100	(52)	0		Meals/Entertainment	173	0.23	400	(227)	0	0.00
1.072	1.10	800	272	0	0.00	Stationery & Forms	2,190	0.69	2,600	(410)	0	0.00
229	0.23	200	29	0	0.00	Supplies - Operating	1,842	0.58	800	1,042	0	0.00
604	0.62	150	454	0		Telephone	1,525	0.48	600	925	0	0.00
70	0.07	750	(680)	0		Travel	2,655	0.84	2,750	(95)	0	0.00
775	0.79	1,000	(225)	0		Other Sales Expense	10,366	3.27	18,000	(7,634)	0	0.00
6,844	7.00	14,950	(8,106)	0	0.00	Total Other Sales Expense	43,206	13.63	81,850	(38,644)	0	0.00
36,880	37.72	49,918	(13,038)	0	0.00	Total Marketing Expense	106,440	33.58	206,227	(99,787)	0	0.00
Current Month	ъ.	Current Month	Current Month	Current Month	D		Year to Date	ъ.	Year to Date	Year to Date	Year to Date	ъ .
This Year	Percent	Budget	Variance	Last Year	Percent		This Year	Percent	Budget	Variance	Last Year	Percent
						STATISTICS						
4,215		5,705		0		Total Marketing Expense PAR	3,476		6,734		0	1

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
						PROPERTY OPER/MAINT SCHEDU	JLE					
						PAYROLL & RELATED EXPENSE	ES					
12,265	12.54	13,033	(768)	0	0.00	Salaries & Wages - POM	39,485	12.46	47,366	(7,881)	0	0.00
1,080	1.10	1,231	(151)	0	0.00	Payroll Taxes	3,466	1.09	4,474	(1,008)	0	0.00
617	0.63	1,132	(515)	0	0.00	Employee Benefits	1,499	0.47	2,607	(1,108)	0	0.00
13,962	14.28	15,396	(1,434)	0	0.00	Total Payroll - Related Expenses	44,450	14.02	54,447	(9,997)	0	0.00
						OTHER EXPENSES						
705	0.72	200	505	0	0.00	Building Maintenance	969	0.31	800	169	0	0.00
250	0.26	300	(50)	0	0.00	Elec/Mechanical Equip	693	0.22	1,200	(507)	0	0.00
50	0.05	100	(50)	0	0.00	Floor Covering	695	0.22	400	295	0	0.00
290	0.30	150	140	0	0.00	Funr/Fixtures/Equipment	1,466	0.46	600	866	0	0.00
212	0.22	500	(288)	0	0.00	Grounds & Landscaping	577	0.18	2,500	(1,923)	0	0.00
61	0.06	100	(39)	0	0.00	Painting & Decorating	201	0.06	400	(199)	0	0.00
239	0.24	225	14	0	0.00	Pest Control	1,048	0.33	900	148	0	0.00
122	0.12	100	22	0	0.00	Plumbing Repairs/Supplies	203	0.06	400	(197)	0	0.00
1,558	1.59	825	733	0	0.00	Removal of Waste	5,903	1.86	3,300	2,603	0	0.00
349	0.36	250	99	0	0.00	Supplies - Building	940	0.30	1,000	(60)	0	0.00
525	0.54	300	225	0	0.00	Supplies - Oper/Engineering	755	0.24	1,200	(445)	0	0.00
541	0.55	0	541	0	0.00	Swim Pool/Hot Tub/Sauna	541	0.17	0	541	0	0.00
50	0.05	50	0	0	0.00	Telephone	150	0.05	200	(50)	0	0.00
0	0.00	50	(50)	0	0.00	Travel - Local Mileage	321	0.10	200	121	0	0.00
0	0.00	0	0	0	0.00	Television Repairs	0	0.00	0	0	0	0.00
0	0.00	25	(25)	0	0.00	Uniforms	581	0.18	625	(44)	0	0.00
0	0.00	0	0	0	0.00	Loss & Damage	0	0.00	0	0	0	0.00
0	0.00	0	0	0	0.00	Other Maintenance Expense	0	0.00	0	0	0	0.00
4,952	5.06	3,175	1,777	0	0.00	Total Other Expenses	15,043	4.75	13,725	1,318	0	0.00
18,914	19.34	18,571	343	0	0.00	Total Prop Oper/Maintenance	59,493	18.77	68,172	(8,679)	0	0.00
Current Month This Year		Current Month Budget		Current Month Last Year		STATISTICS	Year to Date This Year		Year to Date Budget	<u></u>	Year to Date Last Year	
2,162		2,122		0		Total POM PAR	1,943		2,226		0	

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
						ENERGY COSTS SCHEDULE						
5,778 40,001 876	5.91 40.91 0.90	11,025 12,200 3,200	(5,247) 27,801 (2,324)	0 0 0	0.00	Electricity Fuels Water & Sewer	12,934 63,726 2,517	4.08 20.10 0.79	53,900 49,500 12,800	(40,966) 14,226 (10,283)	0 0 0	0.00 0.00 0.00
46,655	47.71	26,425	20,230	0	0.00	Total Energy Costs	79,177	24.98	116,200	(37,023)	0	0.00
Current Month This Year 5,333		Current Month Budget 3,020		Current Month Last Year		STATISTICS Total Energy Cost PAR	Year to Date This Year 2,585		Year to Date Budget 3,794		Year to Date Last Year	ı
Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
						MANAGEMENT FEE SCHEDUL	Æ					
15,300	15.65 15.65	15,300 15,300	0	0		Base Management Fee Total Mgmt & Other Fees	45,900 45,900	14.48 14.48	61,200	(15,300)	0	0.00
Current Month This Year 0.06		Current Month Budget		Current Month Last Year		STATISTICS Base Fees/Total Revenue	Year to Date This Year		Year to Date Budget 0.05		Year to Date Last Year	1

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
				REN	NT, PRO	FIXED CHARGES SCHEDULE PERTY TAX, INSURANCE & CAPIT	'AL EXPENSES					
						RENT						
0	0.00	0	0	0	0.00	Total Rent	0	0.00	0	0	0	0.00
					TA	AXES OTHER THAN INCOME, PAYI	ROLL					
0	0.00	0	0	0	0.00	Total Other Taxes	0	0.00	0	0	0	0.00
12,620	12.91	13,500	(880)	0	0.00	INSURANCE ON BLDG/CONTENT Insurance Expense	TS 39,746	12.54	54,000	(14,254)	0	0.00
12,620	12.91	13,500	(880)	0	0.00	Total Insurance	39,746	12.54	54,000	(14,254)	0	0.00
125,624	128.47	125,624	0	0	0.00	INTEREST EXPENSE Interest Expense - Mortgage	125,624	39.63	125,624	0	0	0.00
125,624	128.47	125,624	0	0	0.00	Total Interest Expense	125,624	39.63	125,624	0	0	0.00
						DEPRECIATION						
0	0.00	0	0	0	0.00	Total Depreciation & Amortizatio	0	0.00	0	0	0	0.00
138,244	141.38	139,124	(880)	0	0.00	Total Rent, Tax, Ins, Capital Exp	165,370	52.17	179,624	(14,254)	0	0.00
Current Month This Year		Current Month Budget		Current Month Last Year			Year to Date This Year		Year to Date Budget		Year to Date Last Year	
0 1,442 14,357		0 1,543 14,357		0 0 0		STATISTICS Real Estate Taxes PAR Insurance PAR Interest Expense PAR	0 1,298 4,102		0 1,543 4,102		000000000000000000000000000000000000000	

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent	FOOD SCHEDULE	Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
						1 OOD SCHEDULE						
						REVENUE						
63,799	68.73	28,730	35,069	0	0.00	Dining Room	278,870	77.59	127,390	151,480	0	0.00
0	0.00	0	0	0	0.00	Bar Area	0	0.00	0	0	0	0.00
28,964	31.20	37,750	(8,786)	0	0.00	Banquet	89,600	24.93	146,895	(57,295)	0	0.00
0	0.00	5,761	(5,761)	0	0.00	Hotel/Room Service	0	0.00	14,759	(14,759)	0	0.00
0	0.00	0	0	0	0.00	Catering	0	0.00	0	0	0	0.00
0	0.00	0	0	0	0.00	Take Out	0	0.00	0	0	0	0.00
(2,555)	(2.75)	0	(2,555)	0	0.00	Discounts	(16,018)	(4.46)	0	(16,018)	0	0.00
90,208	97.18	72,241	17,967	0	0.00	Food Revenue	352,452	98.06	289,044	63,408	0	0.00
						OTHER INCOME						
2,125	2.29	1,700	425	0	0.00	Meeting Room Rentals	5,069	1.41	6,283	(1,214)	0	0.00
290	0.31	0	290	0	0.00	Setup Fees	460	0.13	0	460	0	0.00
206	0.22	1,020	(814)	0	0.00	Misc. Banquet Income - AV	1,437	0.40	3,770	(2,333)	0	0.00
3,413	3.68	6,120	(2,707)	0	0.00	Service Charge	10,021	2.79	22,616	(12,595)	0	0.00
6,034	6.50	8,840	(2,806)	0	0.00	Total Other Revenue	16,987	4.73	32,669	(15,682)	0	0.00
96,242	103.68	81,081	15,161	0	0.00	Total Food Revenue	369,439	102.79	321,713	47,726	0	0.00
						FOOD COST OF SALES						
39,815	42.89	25,284	14,531	0	0.00	Food Consumed	155,100	43.15	101,165	53,935	0	0.00
	72.07	23,264			0.00	1 ood Consumed	133,100	43.13	101,103			0.00
39,815	42.89	25,284	14,531	0	0.00	Total Cost of Sales	155,100	43.15	101,165	53,935	0	0.00
56,427	60.79	55,797	630	0	0.00	Gross Food Income	214,339	59.64	220,548	(6,209)	0	0.00
						PAYROLL & RELATED EXPENSES						
5,167	5.57	5,167	0	0	0.00	Salaries & Wages-F& B Director	17,222	4.79	20,668	(3,446)	0	0.00
3,167	3.41	0	3,167	0	0.00	Salaries & Wages-Rest Mgr	10,417	2.90	0	10,417	0	0.00
4,362	4.70	4,907	(545)	0	0.00	Salaries & Wages-Rest Suprv	14,836	4.13	19,628	(4,792)	0	0.00
7,504	8.08	4,139	3,365	0	0.00	Salaries & Wages-Dining Server	28,582	7.95	17,058	11,524	0	0.00
1,999	2.15	1,437	562	0	0.00	Salaries & Wages-Busser	9,360	2.60	6,371	2,989	0	0.00
3,860	4.16	2,873	987	0	0.00	Salaries & Wages-Host/Hostess	11,921	3.32	12,739	(818)	0	0.00
0	0.00	3,000	(3,000)	0	0.00	Salaries & Wages-Banquet Suprv	4,346	1.21	12,000	(7,654)	0	0.00
5,737	6.18	4,530	1,207	0	0.00	Salaries & Wages-Banquet Serv	21,136	5.88	17,627	3,509	0	0.00
10,269	11.06	4,829	5,440	0	0.00	Salaries & Wages-Cooks	39,999	11.13	19,902	20,097	0	0.00
2,900	3.12	5,285	(2,385)	0	0.00		8,846	2.46	20,565	(11,719)	0	0.00
4,167	4.49	4,167	0	0	0.00	Salaries & Wages-Kitchen Mgr	13,889	3.86	16,668	(2,779)	0	0.00
4,833	5.21	2,167	2,666	0	0.00	Salaries & Wages-Dishwasher	16,314	4.54	8,671	7,643	0	0.00
0	0.00	1,488	(1,488)	0	0.00	Salaries & Wages-Cleaning	0	0.00	4,992	(4,992)	0	0.00
5,773	6.22	4,157	1,616	0	0.00	•	21,054	5.86	16,716	4,338	0	0.00
2,222	2.39	3,012	(790)	0	0.00	Employee Benefits	7,543	2.10	12,068	(4,525)	0	0.00
61,960	66.75	51,158	10,802	0	0.00	Total Payroll - Related Expenses	225,465	62.73	205,673	19,792	0	0.00

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
						OTHER EXPENSES						
0	0.00	144	(144)	0		China	0	0.00	578	(578)	0	0.00
0	0.00	0	0	0		Computer/Data Processing	90	0.03	0	90	0	0.00
0	0.00	0	0	0	0.00	Contract Cleaning	0	0.00	500	(500)	0	0.00
0	0.00	0	0	0	0.00	Contract Labor	3,396	0.94	0	3,396	0	0.00
220	0.24	0	220	0	0.00	Decorations	296	0.08	0	296	0	0.00
0	0.00	361	(361)	0		Glassware	0	0.00	1,445	(1,445)	0	0.00
320	0.34	0	320	0	0.00	Kitchen Fuel	2,073	0.58	0	2,073	0	0.00
3,447	3.71	144	3,303	0	0.00	Laundry & Dry Cleaning	9,762	2.72	578	9,184	0	0.00
0	0.00	1,445	(1,445)	0	0.00	Linens	679	0.19	5,781	(5,102)	0	0.00
0	0.00	181	(181)	0	0.00	Menus	629	0.18	723	(94)	0	0.00
0	0.00	0	0	0	0.00	Personnel Training	1,011	0.28	0	1,011	0	0.00
0	0.00	217	(217)	0	0.00	Silverware	68	0.02	868	(800)	0	0.00
1,180	1.27	542	638	0	0.00	Supplies - Cleaning	9,251	2.57	2,168	7,083	0	0.00
337	0.36	181	156	0	0.00	Supplies - Guest/Dining	2,879	0.80	723	2,156	0	0.00
493	0.53	1,084	(591)	0	0.00	Supplies-Kitchen/Utensils	6,616	1.84	4,337	2,279	0	0.00
0	0.00	22	(22)	0	0.00	Supplies - Medical	309	0.09	87	222	0	0.00
68	0.07	722	(654)	0	0.00	Supplies - Paper	1,599	0.44	2,890	(1,291)	0	0.00
33	0.04	289	(256)	0	0.00	Pizza Boxes	132	0.04	1,156	(1,024)	0	0.00
124	0.13	108	16	0	0.00	Supplies-Printing/Stationery	505	0.14	434	71	0	0.00
376	0.41	722	(346)	0	0.00	Supplies - To Go	2,181	0.61	2,890	(709)	0	0.00
0	0.00	0	0	0	0.00	Supplies - Other	181	0.05	0	181	0	0.00
300	0.32	75	225	0	0.00	Telephone - Food	750	0.21	300	450	0	0.00
216	0.23	0	216	0	0.00	Travel	764	0.21	0	764	0	0.00
1,550	1.67	722	828	0	0.00	Uniforms - Foods	4,534	1.26	2,890	1,644	0	0.00
8,664	9.33	6,959	1,705	0	0.00	Total Other Expenses	47,705	13.27	28,348	19,357	0	0.00
(14,197)	(15.29)	(2,320)	(11,877)	0	0.00	Food Department Income (Loss)	(58,831)	(16.37)	(13,473)	(45,358)	0	0.00
Current Month This Year		Current Month Budget		Current Month Last Year		STATISTICS	Year to Date This Year		to Date udget		ear to Date Last Year	

Food Rev/Room Revenue

1.17

0.56

0

0.98

0.36

0

Current Month This Year	Percent	Current Month Budget	Variance	Current Month Last Year	Percent	BEVERAGE SCHEDULE	Year to Date This Year	Percent	Year to Date Budget	Variance	Year to Date Last Year	Percent
5,866	25.50	1,724	4,142	0	0.00	REVENUES Restaurant - Liquor Sales	24,252	31.54	7,644	16,608	0	0.00
6,008	26.11	3,448	2,560	0	0.00	Restaurant - Beer Sales	27,129	35.28	15,288	11,841	0	0.00
2,239	9.73	575	1,664	0	0.00	Restaurant - Wine Sales	12,197	15.86	2,549	9,648	0	0.00
14,113	61.34	5,747	8,366	0	0.00	Restaurant Beverage Revenue	63,578	82.68	25,481	38,097	0	0.00
8,895	38.66	3,060	5,835	0	0.00	Banquet - Liquor Sales	13,018	16.93	11,309	1,709	0	0.00
0	0.00	6,120	(6,120)	0	0.00	Banquet - Beer Sales	0	0.00	22,616	(22,616)	0	0.00
0	0.00	1,020	(1,020)	0	0.00	Banquet - Wine Sales	300	0.39	3,770	(3,470)	0	0.00
599	2.60	0	599	0	0.00	Other Beverage Income	599	0.78	0	599	0	0.00
9,494	41.26	10,200	(706)	0	0.00	Banquet Beverage Revenue	13,917	18.10	37,695	(23,778)	0	0.00
23,607	102.60	15,947	7,660	0	0.00	Beverage Revenue	77,495	100.78	63,176	14,319	0	0.00
						BEVERAGE COST OF SALES						
2,032	8.83	957	1,075	0	0.00	Liquor Consumed	7,029	9.14	3,791	3,238	0	0.00
2,237	9.72	2,583	(346)	0	0.00	Beer Consumed	10,862	14.13	10,233	629	0	0.00
1,092	4.75	558	534	0	0.00	Wine Consumed	5,457	7.10	2,211	3,246	0	0.00
1,160	5.04	797	363	0	0.00	Beverage Mixers	3,415	4.44	3,158	257	0	0.00
84	0.37	0	84	0	0.00	Other Cost of Sales	353	0.46	0	353	0	0.00
6,605	28.71	4,895	1,710	0	0.00	Total Cost of Sales	27,116	35.26	19,393	7,723	0	0.00
17,002	73.90	11,052	5,950	0	0.00	Gross Beverage Income	50,379	65.52	43,783	6,596	0	0.00
						PAYROLL & RELATED EXPENSES						
3,604	15.66	5,394	(1,790)	0	0.00	Salaries & Wages - Dining Room	14,166	18.42	18,096	(3,930)	0	0.00
629	2.73	1,595	(966)	0	0.00	Salaries & Wages - Banquet	3,524	4.58	6,318	(2,794)	0	0.00
1,291	5.61	0	1,291	0	0.00	Salaries & Wages - Admin	2,441	3.17	0	2,441	0	0.00
683	2.97	661	22	0	0.00	Payroll Taxes	2,744	3.57	2,308	436	0	0.00
192	0.83	361	(169)	0	0.00	Employee Benefits	562	0.73	1,362	(800)	0	0.00
6,399	27.81	8,011	(1,612)	0	0.00	Total Payroll - Related Expenses	23,437	30.48	28,084	(4,647)	0	0.00

Current Month This Year	Percent	Current Month Budget	Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Variance	Year to Date Last Year	Percent
						OTHER EVENIGES						
0	0.00	32	(32)	0	0.00	OTHER EXPENSES Contract Cleaning	0	0.00	126	(126)	0	0.00
0	0.00	239	(239)	0	0.00	Glassware	0	0.00	947	(947)	0	0.00
200	0.87	200	0	0	0.00	Insurance - Liability	600	0.78	800	(200)	0	0.00
500	2.17	0	500	0	0.00	License & Taxes	500	0.65	0	500	0	0.00
0	0.00	40	(40)	0	0.00	Menus	0	0.00	158	(158)	0	0.00
1,761	7.65	700	1,061	0	0.00	Music & Entertainment	2,212	2.88	1,800	412	0	0.00
0	0.00	0	0	0	0.00	Personnel Training	360	0.47	0	360	0	0.00
41	0.18	104	(63)	0	0.00	Supplies - Cleaning	131	0.17	411	(280)	0	0.00
0	0.00	32	(32)	0	0.00	Supplies - Guest/Dining	138	0.18	126	12	0	0.00
0	0.00	48	(48)	0	0.00	Supplies - Bar/Utensils	338	0.44	190	148	0	0.00
202	0.88	104	98	0	0.00	Supplies - Paper	871	1.13	411	460	0	0.00
0	0.00	24	(24)	0	0.00	Supplies-Printing/Stationery	0	0.00	95	(95)	0	0.00
0	0.00	64	(64)	0	0.00	Uniforms - Beverage	0	0.00	253	(253)	0	0.00
2,704	11.75	1,587	1,117	0	0.00	Total Other Expenses	5,150	6.70	5,317	(167)	0	0.00
7,899	34.33	1,454	6,445	0	0.00	Beverage Department Income	21,792	28.34	10,382	11,410	0	0.00
Current Month		Current Month		Current Month			Year to Date		to Date		ar to Date	
This Year		Budget		Last Year		STATISTICS	This Year	В	udget	L	ast Year	
0.25		0.20		0		Bev Rev/Food Revenue	0.21		0.20		0	
0.24		0.07		0		Bev Rev/Room Revenue	0.24		0.11		0	

Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent	GIFT SHOP SCHEDULE	Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
3,649 (647) 3,002	3.93 (0.70) 3.23	3,906	(257) (647) (904)	0 0	0.00	REVENUE Gift Shop Revenue Discounts - Gift Shop Gift Shop Revenue	12,691 (1,779) 10,912	3.53 (0.49) 3.04	12,818 0 12,818	(127) (1,779) (1,906)	0 0	0.00 0.00
1,155	1.24 0.00	1,953	(798)	0	0.00 0.00	GIFT SHOP COST OF SALES Gift Shop Cost of Sales Other Gift Shop Cost of Sales	5,978 (38)	1.66 (0.01)	6,408	(430) (38)	0 0	0.00 0.00
1,155 1,847	1.24	1,953 1,953	(798) (106)	0		Total Cost of Sales Gross Gift Shop Income PAYROLL & RELATED EXPENSES	5,940 4,972	1.65	6,408 6,410	(468) (1,438)	0	0.00
1,797 172 54 2,023	1.94 0.19 0.06	1,984 188 58 2,230	(187) (16) (4) (207)	0 0 0	0.00	Salaries & Wages-Gift Shop Payroll Taxes Employee Benefits Total Payroll - Related Expenses	5,283 505 117 5,905	1.47 0.14 0.03	6,656 630 194 7,480	(1,373) (125) (77) (1,575)	0 0 0	0.00 0.00 0.00
Current Month This Year	Percent	Current Month Budget	Current Month Variance	Current Month Last Year	Percent	OTHER EXPENSES	Year to Date This Year	Percent	Year to Date Budget	Year to Date Variance	Year to Date Last Year	Percent
0 (176)	0.00 0.00 (0.19)	50 50 (327)	(50) (50) 151	0 0	0.00	Operating Supplies Total Other Expenses Gift Department Income (Loss)	0 (933)	0.00 0.00 (0.26)	200 200 (1,270)	(200) (200) 337	0 0	0.00 0.00 0.00
Current Month This Year		Current Month Budget		Current Month Last Year			to Date s Year		to Date udget		ear to Date ast Year	

Current Month This Year	Percent	Current Month Budget	Variance	Current Month Last Year	Percent	BUCCANEER BAY SCHEDULE	Year to Date This Year	Percent	Year to Date Budget	Variance	Year to Date Last Year	Percent
6,347 0 812	27.59 0.00 3.53	9,270 1,600 0	(2,923) (1,600) 812	0 0 0	0.00 0.00 0.00	REVENUES Waterpark Passes Birthday Parties Waterpark Merchandise	16,548 0 2,021	21.52 0.00 2.63	27,930 5,000 0	(11,382) (5,000) 2,021	0 0 0	0.00 0.00 0.00
7,159	0.00 31.12	10,870	(3,711)	0	0.00	Other Waterpark Revenue Waterpark Revenue	132	0.17 24.32	32,930	(14,229)	0	0.00
7,887 608 (1,679)	34.28 2.64 (7.30)	3,906 3,906 0	3,981 (3,298) (1,679)	0 0 0	0.00 0.00 0.00	Waterpark Snack Bar Food Waterpark Snack Bar Beverage Discounts - Waterpark	19,726 1,692 (4,119)	25.65 2.20 (5.36)	10,687 10,687 0	9,039 (8,995) (4,119)	0 0 0	0.00 0.00 0.00
6,816	29.62	7,812	(996)	0	0.00	Waterpark Food & Beverage	17,299	22.50	21,374	(4,075)	0	0.00
13,975	60.74	18,682	(4,707)	0	0.00	Buccaneer Bay Revenue	36,000	46.82	54,304	(18,304)	0	0.00
3,619 248 517	15.73 1.08 2.25	1,367 1,172 391	2,252 (924) 126	0 0 0	0.00 0.00 0.00	SNACK BAR COST OF SALES Snack Bar Food Costs Snack Bar Beverage Cost Other Cost of Sales	9,159 0 1,672	11.91 0.00 2.17	3,740 3,206 1,069	5,419 (3,206) 603	0 0 0	0.00 0.00 0.00
4,384	19.05	2,930	1,454	0	0.00	Total Cost of Sales	10,831	14.09	8,015	2,816	0	0.00
9,591	41.69	15,752	(6,161)	0	0.00	Gross Waterpark Income	25,169	32.73	46,289	(21,120)	0	0.00
6,439 2,917 0 2,635 1,131 1,229	27.99 12.68 0.00 11.45 4.92 5.34	5,856 2,917 800 2,976 1,185 1,491	583 0 (800) (341) (54) (262)	0 0 0 0 0	0.00 0.00 0.00 0.00 0.00 0.00	PAYROLL & RELATED EXPENSES Salaries & Wages - Lifeguards Salaries & Wages- Wark Suprv Salaries & Wages -Pool Attend Salaries & Wages -Snack Bar Payroll Taxes Employee Benefits	19,266 9,722 0 9,530 3,493 3,488	25.05 12.64 0.00 12.39 4.54 4.54	19,200 11,668 2,560 9,984 4,201 4,282	66 (1,946) (2,560) (454) (708) (794)	0 0 0 0 0	0.00 0.00 0.00 0.00 0.00 0.00
14,351	62.37	15,225	(874)	0	0.00	Total Payroll - Related Expenses	45,499	59.17	51,895	(6,396)	0	0.00

Current Month This Year	Percent	Current Month Budget	Variance	Current Month Last Year	Percent			ear to Date This Year	Percent	Year to Date Budget	Variance	Year to Date Last Year	Percent
						OTHER EXPENSES							
693	3.01	1,309	(616)	0	0.00			1,734	2.25	3,582	(1,848)	0	0.00
500	2.17	250	250	0	0.00	Linen/Pool Towels		500	0.65	1,000	(500)	0	0.00
0	0.00	125	(125)	0	0.00	Safety Equipment		0	0.00	500	(500)	0	0.00
219	0.95	100	119	0	0.00	Supplies - Cleaning		662	0.86	400	262	0	0.00
50	0.22	354	(304)	0	0.00	Supplies - Guest		105	0.14	2,437	(2,332)	0	0.00
25	0.11	83	(58)	0	0.00	Supplies - Other		246	0.32	332	(86)	0	0.00
50	0.22	0	50	0	0.00	Telephone		150	0.20	0	150	0	0.00
0	0.00	100	(100)	0	0.00	Training Equipment		292	0.38	400	(108)	0	0.00
94	0.41	0	94	0	0.00	Travel		306	0.40	0	306	0	0.00
0	0.00	208	(208)	0	0.00	Uniforms		18	0.02	832	(814)	0	0.00
				-			•						
1,631	7.09	2,529	(898)	0	0.00	Total Other Expenses		4,013	5.22	9,483	(5,470)	0	0.00
							•						
(6,391)	(27.78)	(2,002)	(4,389)	0	0.00	Buccaneer Bay Dept Income		(24,343)	(31.66)	(15,089)	(9,254)	0	0.00
							;						
Current Month		Current Month		Current Month			Year to	Date	Year	to Date	Ye	ear to Date	
This Year		Budget		Last Year			This Y			ıdget		Last Year	
						STATISTICS			2.		-		
1,597		2,135		0		Buccanneer Bay Rev PAR		1,176		1,773		0	

Current Month	Domoont	Current Month	Variance	Current Month	Danaant		Year to Date	Damaant	Year to Date	Variance	Year to Date	Donaant
This Year	Percent	Budget	Variance	Last Year	Percent	THE PRESERVE	This Year	Percent	Budget	Variance	Last Year	Percent
						REVENUES						
56	0.24	0	56	0		Golf Rounds	23,740	30.87	73,225	(49,485)	0	0.00
0	0.00	0	0	0	0.00	Golf Membership	3,269	4.25	0	3,269	0	0.00
85	0.37	0	85	0	0.00	Golf Lessons	85	0.11	0	85	0	0.00
0	0.00	0	0	0	0.00	Range Fees	120	0.16	0	120	0	0.00
4	0.02	0	4	0		Cart Rental	14,447	18.79	0	14,447	0	0.00
0	0.00 0.59	0	0	0	0.00	Club Rental	123	0.16	0	123	0	0.00
136 1,652	0.39 7.18	0	136 1,652	0	0.00 0.00	Pro Shop Hard Goods	1,752 9,845	2.28 12.80	10,250 0	(8,498) 9,845	0	0.00
1,032	0.00	0	1,032	0	0.00	Pro Shop Soft Goods Golf Outing Fee	30	0.04	0	9,843 30	0	0.00
0	0.00	0	0	0	0.00	Tournament Fee	135	0.04	0	135	0	0.00
(447)	(1.94)	0	(447)	0	0.00	Discounts	(2,655)	(3.45)	0	(2,655)	0	0.00
	(1.71)		(117)		0.00	Discounts	(2,033)	(3.13)		(2,033)		0.00
1,486	6.46	0	1,486	0	0.00	Preserve Golf Revenue	50,891	66.18	83,475	(32,584)	0	0.00
		•										
7	0.03	0	7	0		Club House Food Revenue	4,152	5.40	6,150	(1,998)	0	0.00
19	0.08	0	19	0	0.00	Club House Beverage Revenue	5,761	7.49	6,150	(389)	0	0.00
26	0.11	0	26	0	0.00	Preserve Food & Beverage	9,913	12.89	12,300	(2,387)	0	0.00
						•						
1,512	6.57	0	1,512	0	0.00	The Preserve Revenue	60,804	79.07	95,775	(34,971)	0	0.00
120	0.57	0	120	0	0.00	PRESERVE COST OF SALES	2.270	2.06		(4.205)	0	0.00
130 52	0.57 0.23	0	130 52	0		Pro Shop Cost of Sales	2,278	2.96 (0.80)	6,663 0	(4,385)	0	0.00
386	1.68	0	386	0	0.00	Other Golf Cost of Sales Golf Food Cost	(617) 2,998	3.90	1,968	(617) 1,030	0	0.00
371	1.61	0	371	0	0.00	Golf Beverage Cost	1,123	1.46	1,968	(845)	0	0.00
	1.01				0.00	Gon Beverage Cost	1,123	1.40		(043)		0.00
939	4.08	0	939	0	0.00	Total Cost of Sales	5,782	7.52	10,599	(4,817)	0	0.00
	2.40				0.00	G . G 161	55.022	71.55	05.156	(20.154)		0.00
573	2.49	0	573	0	0.00	Gross Golf Income	55,022	71.55	85,176	(30,154)	0	0.00
						PAYROLL & RELATED EXPENSES						
3,917	17.02	3,750	167	0	0.00		12,750	16.58	15,000	(2,250)	0	0.00
1,750	7.61	1,750	0	0	0.00	Salaries & Wages-Golf Asst Pro	5,833	7.59	7,000	(1,167)	0	0.00
4,000	17.39	4,000	0	Ö	0.00	Salaries & Wages-Golf Superint	13,333	17.34	16,000	(2,667)	0	0.00
2,500	10.87	2,500	0	0	0.00	Salaries & Wages-Asst Superint	8,333	10.84	10,000	(1,667)	0	0.00
0	0.00	0	0	0	0.00	Salaries & Wages-Outside Serv	4,889	6.36	13,624	(8,735)	0	0.00
0	0.00	0	0	0		Salaries & Wages-Golf F & B	3,895	5.07	7,200	(3,305)	0	0.00
0	0.00	0	0	0	0.00	Salaries & Wages-Golf Pro Shop	2,554	3.32	9,600	(7,046)	0	0.00
0	0.00	0	0	0	0.00	Salaries & Wages-Golf Grounds	20,833	27.09	37,576	(16,743)	0	0.00
1,463	6.36	2,232	(769)	0	0.00	Salaries & Wages-Golf Maint	1,463	1.90	8,784	(7,321)	0	0.00
1,144	4.97	1,345	(201)	0	0.00	Payroll Taxes	6,382	8.30	11,792	(5,410)	0	0.00
1,791	7.78	828	963	0	0.00	Employee Benefits	7,335	9.54	4,397	2,938	0	0.00
16,565	72.00	16,405	160	0	0.00	Total Payroll - Related Expenses	87,600	113.92	140,973	(53,373)	0	0.00

Current Month This Year	Percent	Current Month Budget	Variance	Current Month Last Year	Percent		Year to Date This Year	Percent	Year to Date Budget	Variance	Year to Date Last Year	Percent
						OTHER EXPENSES						
0	0.00	0	0	0	0.00	Drainage - Irrigation	525	0.68	1,780	(1,255)	0	0.00
0	0.00	0	0	0		Erosion	137	0.18	2,000	(1,863)	0	0.00
0	0.00	0	0	0			1,160	1.51	6,000	(4,840)	0	0.00
933	4.06	0	933	0	0.00	Gas & Oil	5,888	7.66	3,500	2,388	0	0.00
0	0.00	0	0	0	0.00	Seed, Sod, Sand	3,424	4.45	8,570	(5,146)	0	0.00
5,304	23.05	0	5,304	0	0.00	Treatment Costs	7,013	9.12	21,000	(13,987)	0	0.00
0	0.00	0	0	0	0.00	Water/Irrigation	0	0.00	3,000	(3,000)	0	0.00
305	1.33	600	(295)	0	0.00	Equipment Parts/Repairs	1,290	1.68	4,100	(2,810)	0	0.00
0	0.00	0	o o	0	0.00	Furniture Fixtures Equip -Golf	226	0.29	0	226	0	0.00
(5,016)	(21.80)	0	(5,016)	0	0.00	Golf Cars	40,842	53.11	30,600	10,242	0	0.00
0	0.00	50	(50)	0	0.00	Supplies - Cleaning	551	0.72	700	(149)	0	0.00
0	0.00	0	0	0	0.00	Supplies - Guest	880	1.14	200	680	0	0.00
0	0.00	0	0	0	0.00	Supplies - Kitchen	164	0.21	0	164	0	0.00
32	0.14	0	32	0	0.00	Supplies - Other	1,481	1.93	0	1,481	0	0.00
0	0.00	200	(200)	0	0.00	Licenses & Permits	0	0.00	800	(800)	0	0.00
0	0.00	50	(50)	0	0.00	Office Supplies	0	0.00	200	(200)	0	0.00
0	0.00	50	(50)	0	0.00	Pest Control	0	0.00	200	(200)	0	0.00
0	0.00	0	0	0	0.00	Pro Shop Supplies	16	0.02	0	16	0	0.00
309	1.34	150	159	0	0.00	Telephone	759	0.99	600	159	0	0.00
107	0.47	100	7	0	0.00	Television	336	0.44	400	(64)	0	0.00
12	0.05	200	(188)	0	0.00	Training/Travel	447	0.58	1,000	(553)	0	0.00
0	0.00	0	0	0	0.00	Uniforms	25	0.03	300	(275)	0	0.00
0	0.00	500	(500)	0	0.00	Vehicle Maint/Gas -Golf	0	0.00	2,000	(2,000)	0	0.00
1,986	8.63	1,900	86	0	0.00	Total Other Expenses	65,164	84.74	86,950	(21,786)	0	0.00
(17,978)	(78.14)	(18,305)	327	0	0.00	Preserve Dept Income	(97,742)	(127.11)	(142,747)	45,005	0	0.00
									<u> </u>			
Current Month		Current Month		Current Month			Year to Date	Year	to Date	Ye	ear to Date	
This Year		Budget		Last Year		STATISTICS	This Year	Ві	ıdget	Ι	Last Year	
173		0		0		Preserve Revenue PAR	1,985		3,127		0	